



Lemuel C. Stewart, Jr.
Chief Information Officer

COMMONWEALTH of VIRGINIA
Virginia Information Technologies Agency
Supply Chain Management
110 S. 7th Street, Suite L100
Richmond, Va. 23219-3900

TDD VOICE – TEL. NO.
804-371-8076

NOTICE OF AWARD

REQUEST FOR PROPOSAL: 2004-09

DATE: June 15, 2004

FOR: Virginia Information Technologies Agency (VITA)

SERVICE: Learning Management System (LMS)

CONTRACTOR: Meridian Knowledge Solutions, Inc.

PRICE: See attached

CONTRACT NO.: VA-040615-MKSI

END OF POSTING PERIOD, 5:00 P.M.: June 25, 2004

Documentation pertaining to this procurement is available this date. For more information, contact Teresa M. Hudgins @ 804-371-5919.

A handwritten signature in black ink, reading "Philip L. Pippert", written over a horizontal line.

Philip L. Pippert
Associate Director
Supply Chain Management

cc: APR File: (#04-56)

AN EQUAL OPPORTUNITY EMPLOYER

Notice of Award Pricing

Learning Management System RFP 2004-09

Contractor: Meridian Knowledge Solutions, Inc.
Contract VA-040615-MKSI

PRICING

Note: All reimburseable travel expenses allowable under this Contract will be reimbursed at the established Commonwealth rates in effect at that time.

Item #	Description	Price
	Software Products: (initial purchase)	
1	Meridian KSI Knowledge Centre Enterprise License, Version 4.1, unlimited users	\$250,000.00
2	Competency Management Suite – included in Knowledge Centre License	No charge
3	Knowledge Centre Baseline Documentation – included in Knowledge Centre License	No charge
	Services: (initial purchase)	
4.	Implementation Support and Basic Branding Implementation support includes installation on Meridian KSI development servers, configuration, and installation on Commonwealth/hosted (production) servers at a later date if desired. No other modifications. Basic branding includes adding Commonwealth/agency/public body specific logo(s), changing color scheme, modifying GUI (buildings, remaining functions as desired)	\$10,000.00
5.	Knowledge Centre Workbook Jumpstart Session. (Two & ½ day (8 hour days) kickoff/workbook session with representatives of Tier 1 agencies on a Commonwealth site w/two (2) Contractor Consultants.) Cost is all inclusive – No additional cost for travel or any other incidental expenses.	\$8,000.00
6.	Hands-on Site Administrator Training at a Commonwealth site to include; Train the Trainer, etc. (number of attendees to be mutually agreed upon) (Five (5) days). Reference Section: 1.17, 1.18). Cost is all inclusive – No additional cost for travel or any other incidental expenses.	\$12,500.00
7.	Knowledge Centre Software Maintenance – On going maintenance fees will be 15% of the initial unlimited user license fee.	\$37,500.00/year

Item #	Description	Price
	Other Software Products: The following products are available during the term of the Contract at the direct labor rates (see below)	
8.	Other modules: (to be determined) (*1) Any previously developed code/modules developed for other public agencies that are not proprietary in nature are available at no charge to the Commonwealth, other than the direct labor to integrate them into the latest version of the Knowledge Centre for the Commonwealth's use and tailored to its business requirements.	Direct Labor Rates
9.	Product Fulfillment System module (*1)	Direct Labor Rates
10.	E-Commerce module (*1)	Direct Labor Rates
11.	Domain Management module (*1)	Direct Labor Rates
12.	Web Services Integration Broker (*1)	Direct Labor Rates
	*1 – Requires integration with base product	
13.	Derivative Knowledge Centre License – price for an additional agency/public body-specific stand alone site – perpetual (one-time fee). To be purchased and paid by the agency/public body	\$40,000.00
14.	Derivative Knowledge Centre License Maintenance On going maintenance fees will be 15% of the initial derivative license fee. To be purchased and paid by the agency/public body	\$6,000.00/year

	Other Services: The following services are available during the term of the Contract at the direct labor rates (see below)	
15.	Customization, integration and related support (*2)	Direct Labor Rates
16.	Configuration and implementation support (i.e., encryption implementation, etc.) (*2)	Direct Labor Rates
17.	Strategic e-Learning/instructional strategy consulting	Direct Labor Rates
18.	Courseware development (*2)	Direct Labor Rates
19.	Courseware conversion (*2)	Direct Labor Rates
20.	Consulting (*2)	Direct Labor Rates
21.	Marketing and Communication support (*2)	Direct Labor Rates
22.	Knowledge Management Consulting (*2)	
	*2 – If travel is necessary for customization, integration, support services, etc., direct labor rates for such services will begin upon Contractor's arrival at the Commonwealth site and end upon their departure from the site.	

Item #	Description	Price
	Additional Training Options (Refer to Section: 1.18)	
23.	Site Administration: 1 day (two, 3 hour sessions w/ Q&A)	\$2,500.00/class
24.	Content/Course Administration: 1 day (two, 3 hour sessions w/ Q&A)	\$2,500.00/class
25.	SCORM Courseware Management (LCMS): Beginners: 2 days	\$2,500.00/day
26.	SCORM Courseware Management (LCMS): Advanced: 3 days	\$2,500.00/day
27.	Super Administrator: 3 days (six, 3 hour sessions w/ Q&A)	\$2,500.00/day
28.	Technical Training: Cost depends on audience size	
	Optional Software – Meridian Player (Refer to Section: 5.166.3)	
29.	Single user license	\$129.00
30.	500 user license	\$15,000.00
31.	2,500 user license	\$25,000.00
32.	7,500 user license	\$60,000.00
33.	15,000 user license	\$90,000.00
34.	25,000 user license	\$125,000.00
		\$125,000.00 + \$3.00 per user over 25,000 users
35.	Enterprise license	

Item #	Description	Price
	Contractor Hosting, if applicable (Annual Cost): Each agency/public body will provide an estimated quantity for the following three (3) categories prior to start-up. (Refer to Attachment C)	
36.	Category 1 – Full User ≥ 10 logins/year	\$3.00
37.	Category 2 – Record only/year (input from administrator/trainer personnel)	\$ 0.15
38.	Category 3 – Casual User < 10 logins/year	\$1.50

LABOR RATES for Direct Labor Services:

If travel to a Commonwealth site is necessary, hourly rates will begin upon arrival at the Commonwealth site and will end upon the departure from the site. Travel expenses will be reimbursed at the established Commonwealth rates at that time.

	Labor Category	Rate		Labor Category	Rate
39.	Program Manager	\$113.67	54.	Administrative Assistant	\$ 39.70
40.	Project Manager	\$101.40	55.	Creative Media Director	\$ 83.18
41.	Principle Sys. Engineer/ Architect	\$121.71	56.	Graphic Artist	\$ 52.69
42.	Computer Sys. Analyst III	\$108.49	57.	Web Designer III	\$ 81.90
43.	Computer Sys. Analyst II	\$ 72.76	58.	Web Designer II	\$ 69.30
44.	Computer Sys. Analyst I	\$ 50.27	59.	Web Designer I	\$ 56.70
45.	Configuration Mgt. Specialist	\$ 83.18	60.	Application Developer III	\$142.31
46.	Sr. Document Specialist	\$100.80	61.	Application Developer II	\$115.92
47.	Web Developer	\$ 79.83	62.	Application Developer I	\$ 90.71
48.	Creative Media Specialist	\$ 59.33	63.	Knowledge Management Consultant III	\$126.00
49.	Instructional Technologist	\$ 84.22	64.	Knowledge Management Consultant II	\$ 88.19
50.	Instructional Designer III	\$ 86.00	65.	Knowledge Management Consultant I	\$ 73.08
51.	Instructional Designer II	\$ 71.45	66.	Strategic Implementation Consultant	\$163.76
52.	Instructional Designer I	\$ 50.27	67.	Strategic HR Consultant	\$402.68
53.	QA/QC Specialist	\$ 59.53			